

10th Annual NASA/JPL Space Science Symposium for Small Business

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A horizontal banner image showing a celestial scene with a large planet on the left, a ringed planet in the center, and a comet on the right, all set against a starry space background.

Vision for Space Exploration

- With the NASA mission shifting from shuttle to exploration, the opportunities for prime contracting with small business will probably decline during the early research and development phases.
- The opportunities for small business participation should increase after these concepts are in production.



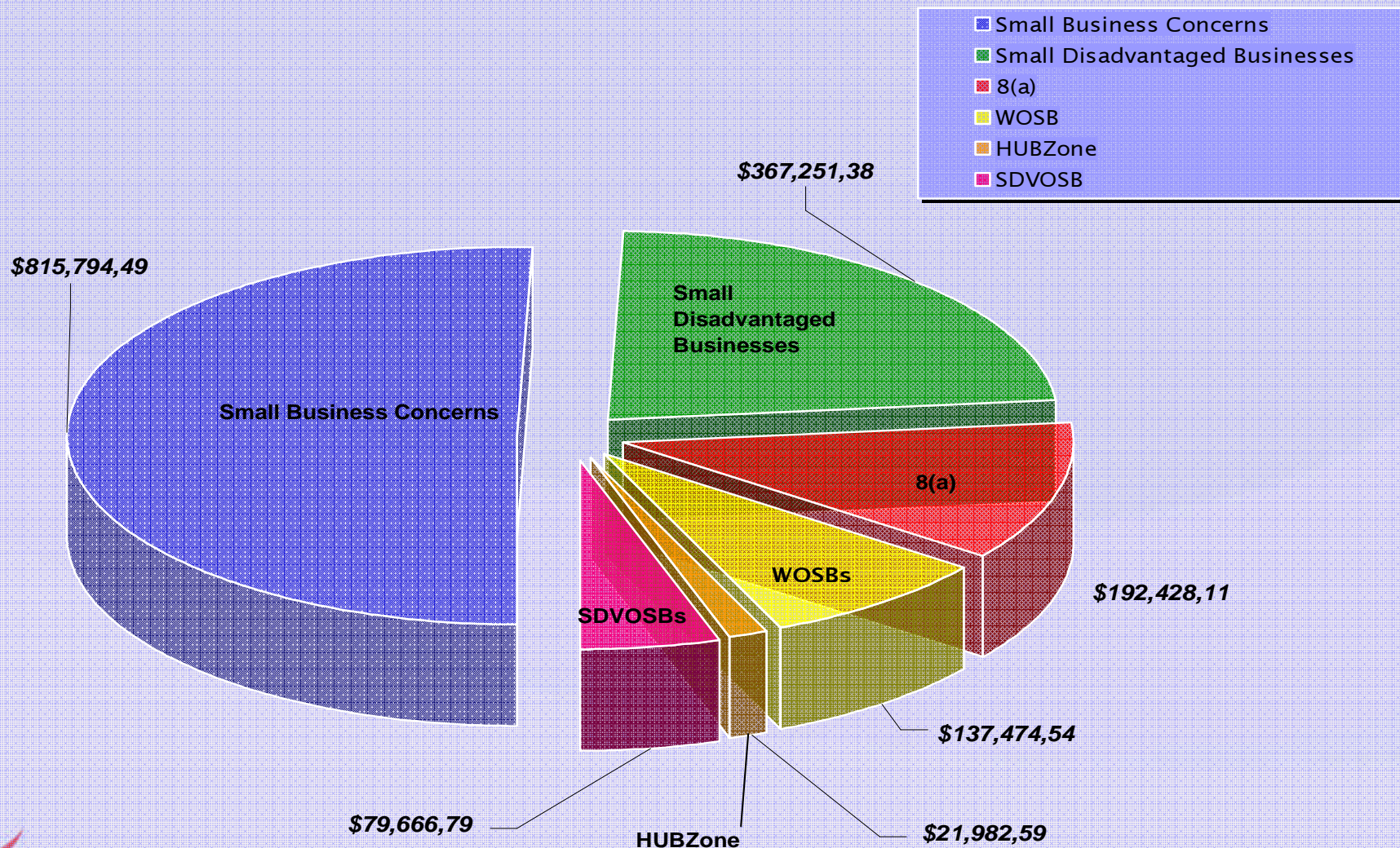
Small Business Performance History

	FY-03	FY-04	FY-05	FY-06*
PRIME				
Goal	17.0%	16.2%	16.2%	16.2%
Actual	13.9%	14.4%	14.4%	15.4%
Dollars	\$1,628,279,000	\$1,752,777,000	\$1,797,265,503	\$1,850,400,766
SUBCONTRACTING				
Goal	42.0%	49.0%	49.0%	47.0%
Actual	40.1%	49.0%	43.6%	47.2%
Dollars	\$1,676,717,277	\$1,928,594,745	\$1,718,660,668	\$1,373,254,949

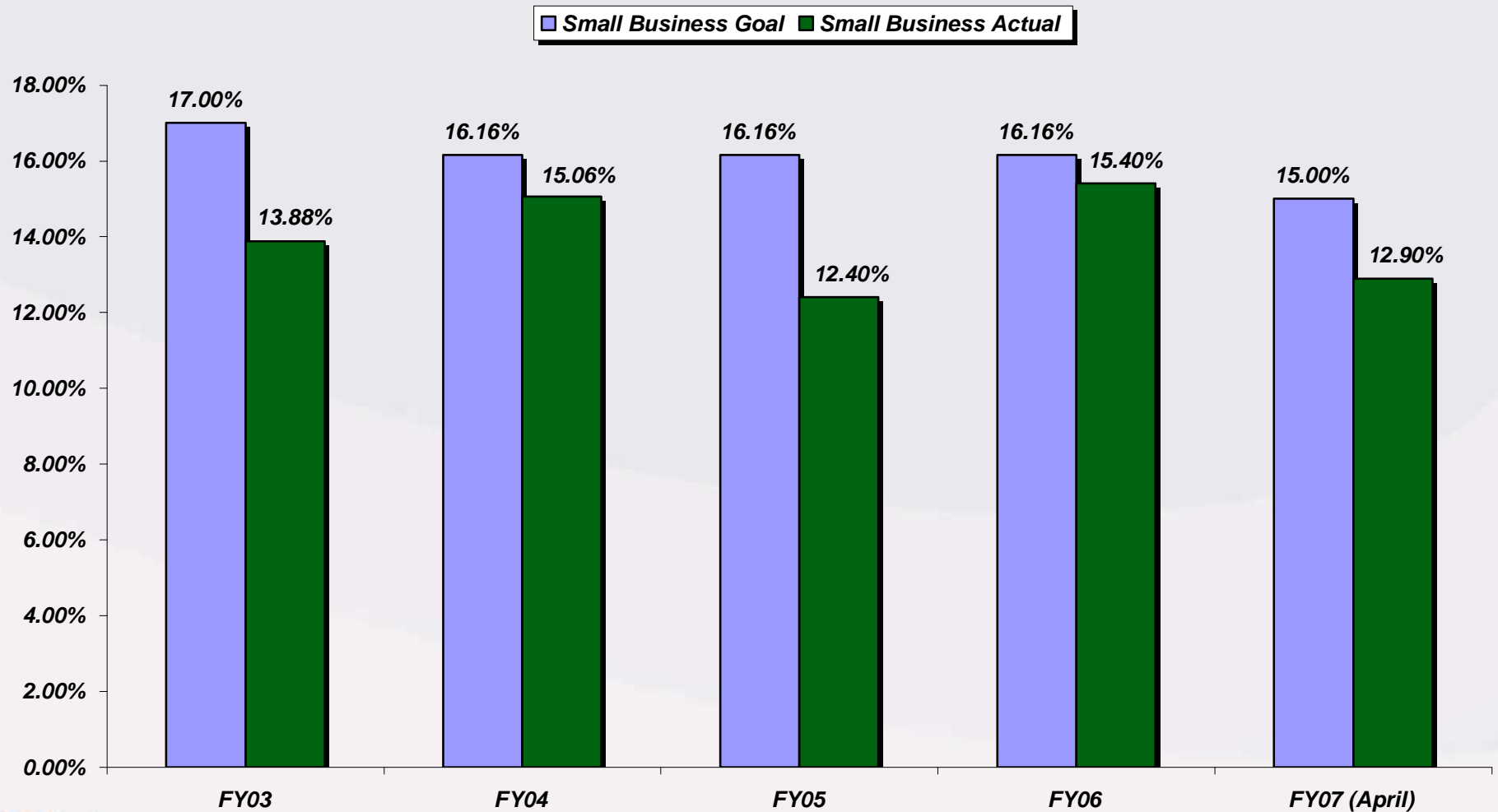
* Preliminary data



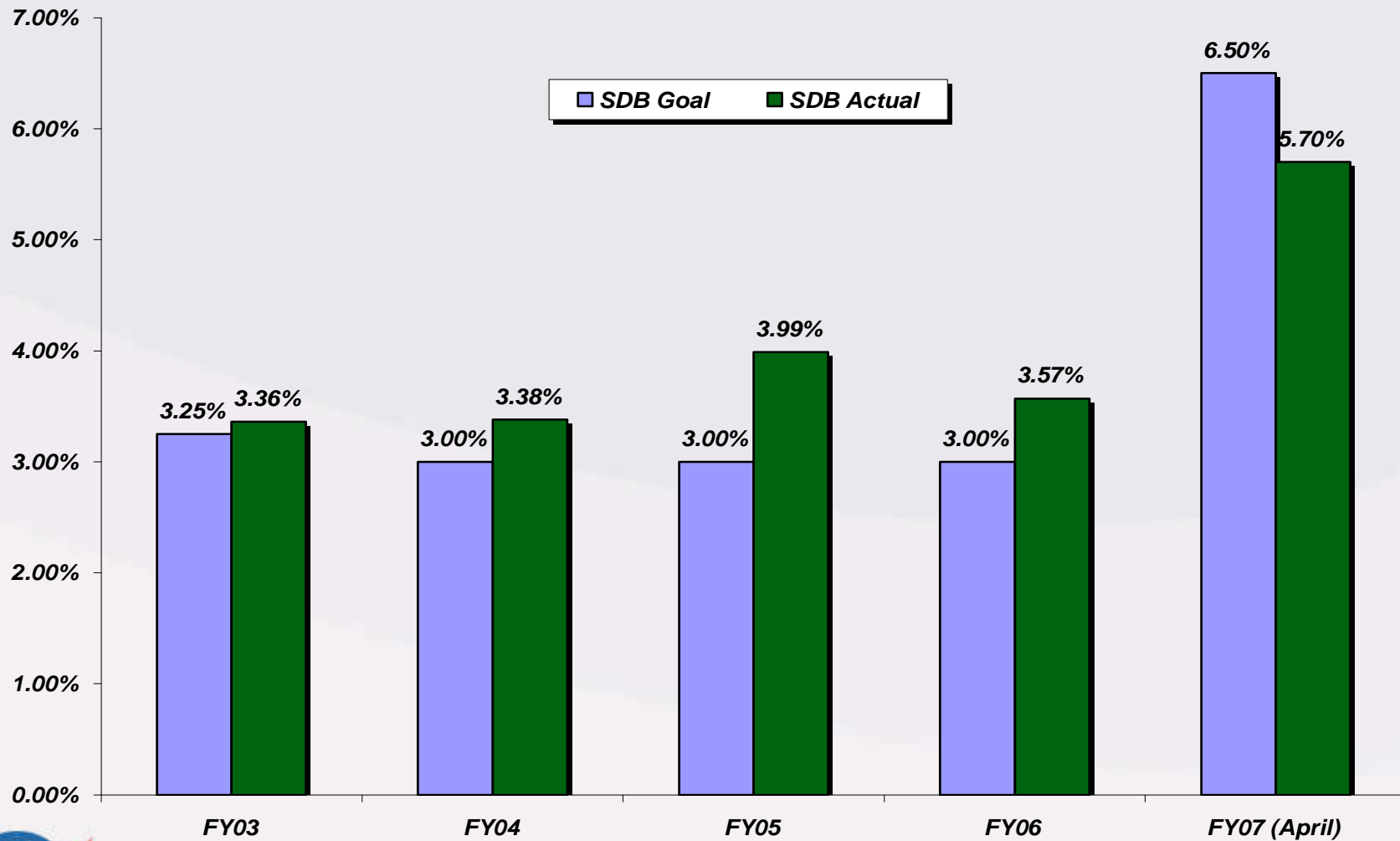
NASA FY07 Prime Awards by Category as of 04/30/07



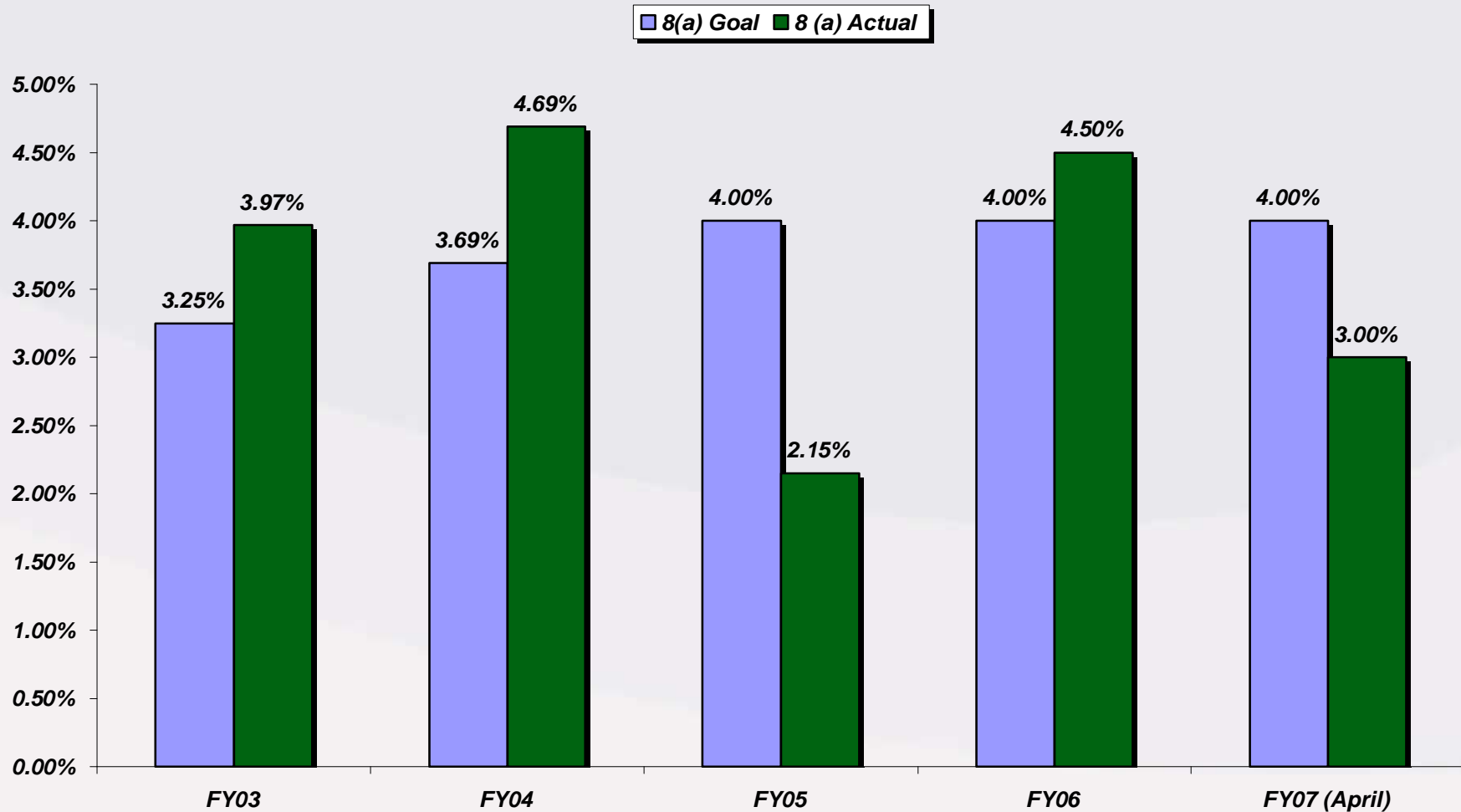
NASA Small Business Concerns FY03-FY07 Analysis as of 04/30/07



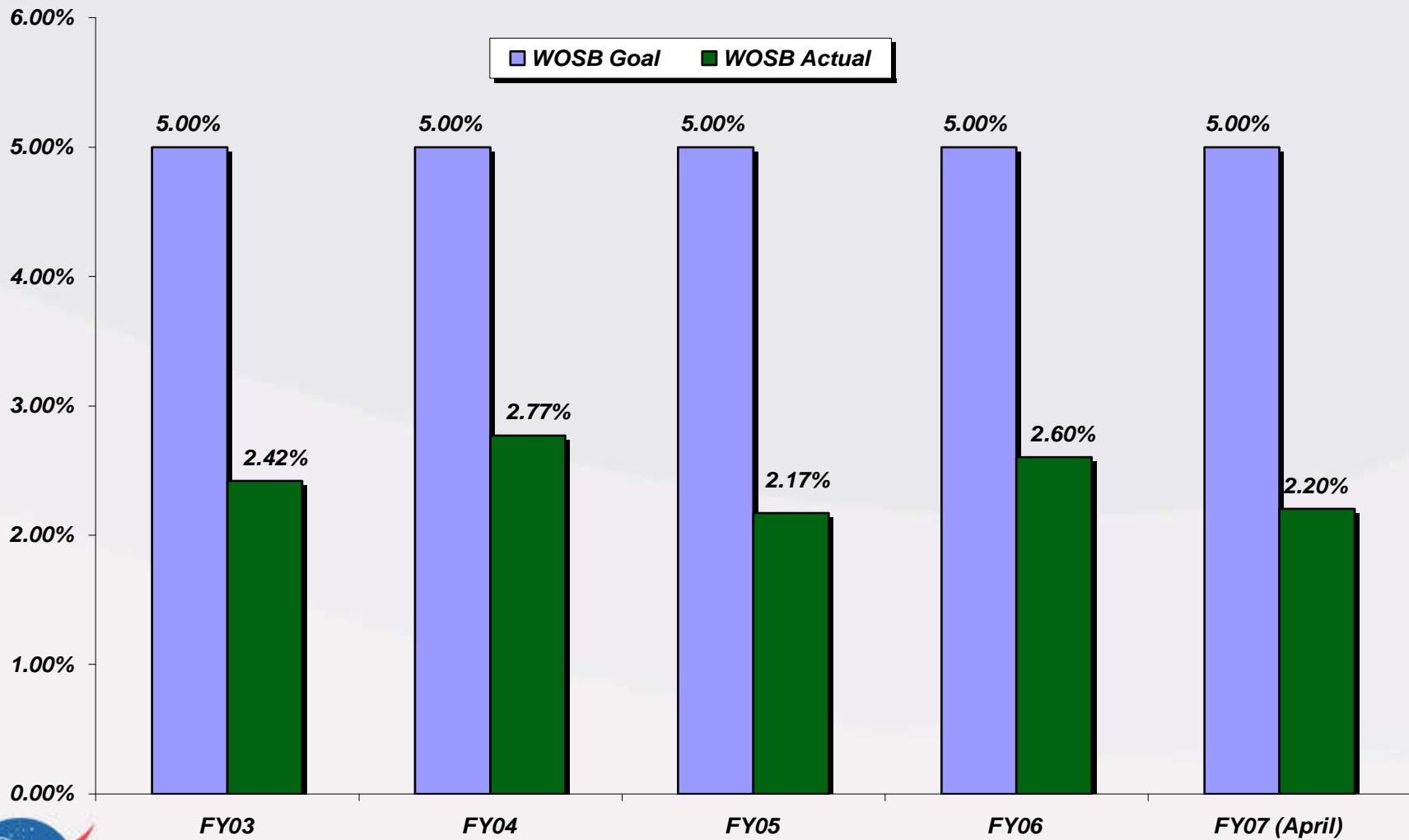
NASA Small Disadvantaged Business FY03-FY07 Analysis as of 04/30/07



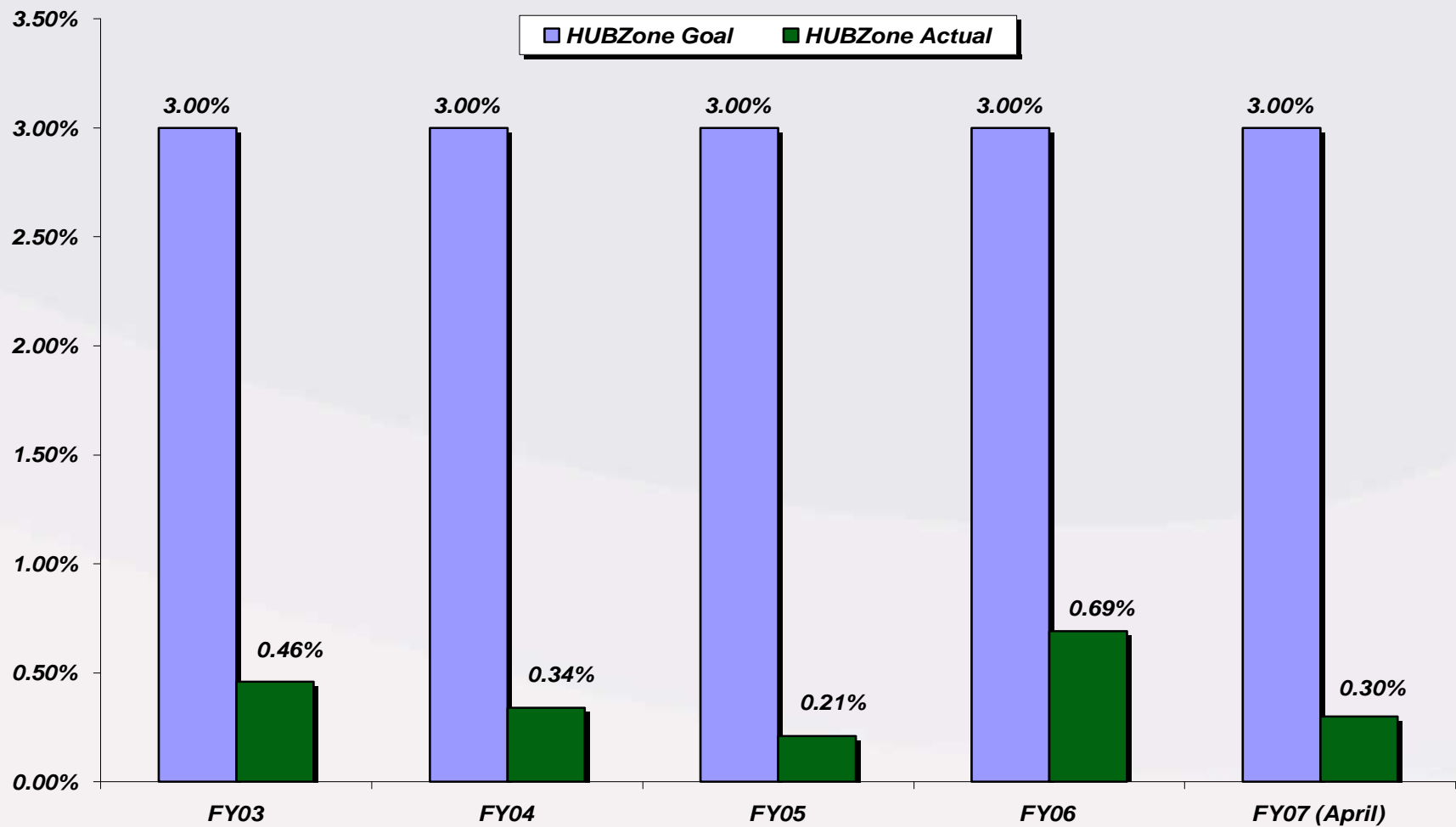
NASA 8(a) Concerns FY03-FY07 Analysis as of 04/30/07



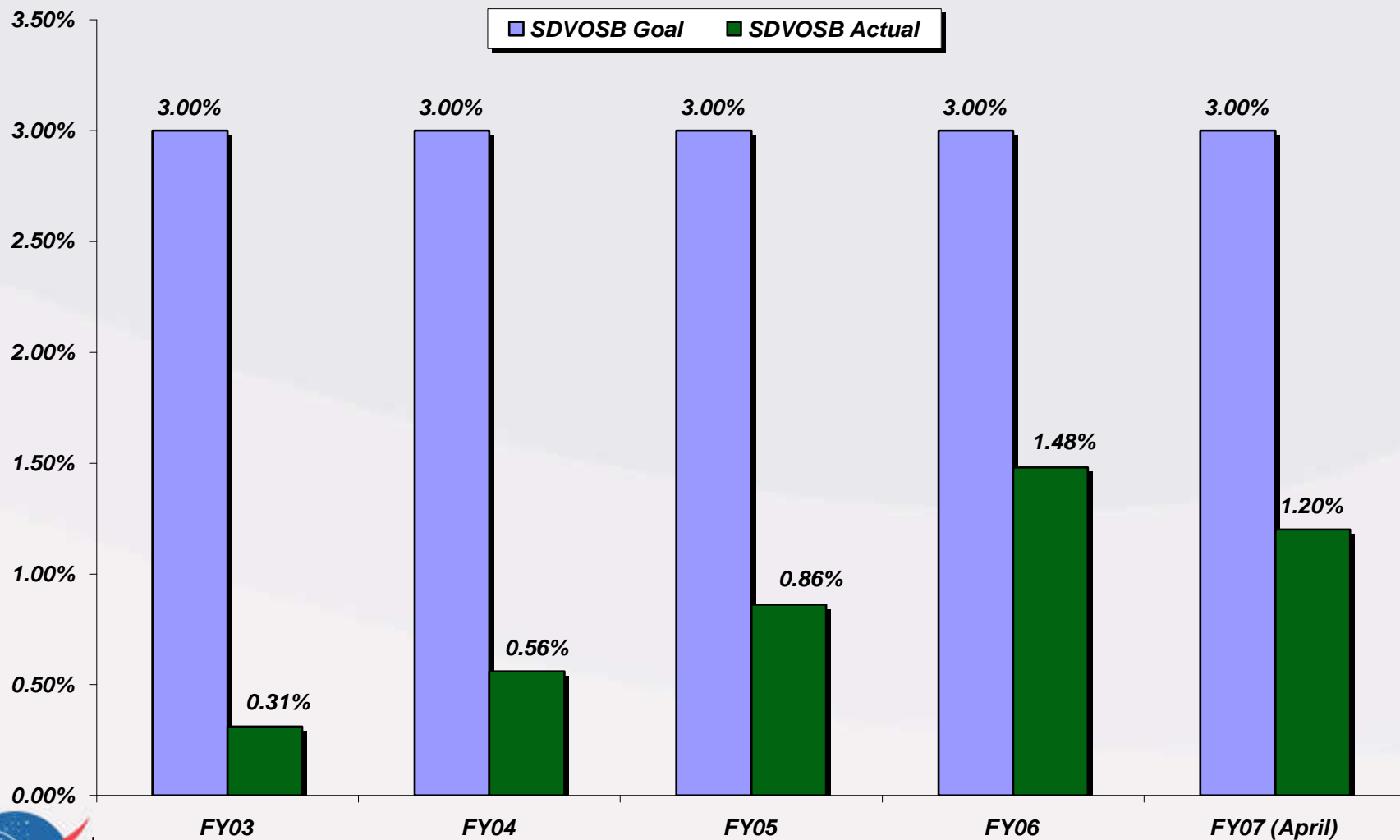
NASA Woman-Owned Small Business FY03-FY07 Analysis as of 04/30/07



NASA HUBZone FY03-FY07 Analysis as of 04/30/07



NASA SDVOSB FY03-FY04 Analysis as of 04/30/07



Decreasing Prime Awards to Small Businesses

- Shuttle vs. Exploration
- Recertification issues

Communications and Working Relationships

- Industry partners
- Mission Directorates
- Procurement
- Agency Small Business Specialists
- Small Business Administration



Develop Agency Policies and Procedures

- Acquisition Planning
- Solicitations – Past Performance
- Subcontracting Plans
- Award fees
- Market Surveys
- Small Business Program Goals for each Center and for Agency



Review Current and Implement New Programs to Enhance SB Participation

- Mentor-Protégé Program
 - SBIR Program
 - HBCU/MI
- SB Technical Advisor Role
- Small Business Training Sessions for Procurement and Mission Directorates





Small Business Improvement Plan

Ensure Accurate Reporting and Data:

- Establish a standardized method for accurate data input and retrieval.

Improve Actuals and Goals:

- Increase the use of set-aside authorities to meet at least two additional socio-economic goals and improve performance on one other unmet prime goal; take on a more proactive practice to meet subcontracting goals.



Small Business Improvement Plan

Obtain Management Commitment:

- Demonstrate management commitment to the small business program by inserting standard small business performance evaluation criteria into the performance appraisal for NASA acquisition personnel and require performance evaluation procedures for prime contractors related to small business subcontracting.



Enhance Communications

- Create a NASA Small Business Specialist Council
- Meet on a regular basis with Center Procurement Offices
- Meet on a regular basis with personnel from the Mission Directorates
- Establish Industry Councils to enhance idea exchanges for increasing small business participation in both prime and subcontracting



Enhance communications (cont'd)

- Meet on a regular basis with the SBA and other federal agencies
- Enhance OSBP website
- Publish electronic newsletter to publicize Agency small business success stories



OPEN DISCUSSION

